

Doing Business With The Navy



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Deputy Assistant Secretary of the Navy
(Acquisition Management)**

December 5, 2006

2006 Veterans and Service-Disabled Small Business Conference



DoN Acquisition Home Page



The one authoritative source for DoN acquisition

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What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to your favorites. You can contact us at DoNOneSource@ati4it.com.

- **The Regulation, Policy and Guidance (RPG) Comparison Tool is now available!** The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).

The **RPG tool** uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.

- **Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS)** (M.F. Jaggard; 02/14/2005) **NMCARS (February 2005 Edition)**

- **Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG)** (M.F. Jaggard; 02/14/2005) **NMCAG (February 2005 Edition)**

- The latest **"Doing Business with the Navy"** brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.

Hot Acquisition Issues

- **Proper Use of Non-DoD Contracts** - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.

The **Office of the Secretary of Defense (OSD)** and **Congress** reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.

DoN Implementation on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.



http://www.acquisition.navy.mil

Conference



- Navy Acquisition Environment
- Small Business Trends
- How to Market Your Business
- Points of Contact
- Summary



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Navy Acquisition Environment

Transforming for War on Terror

- Navy platforms are inherently flexible
 - Must buy smarter
 - Build with the future in mind
 - Meet CNO's Objectives

- Navy Expeditionary Combat Command (NECC)
 - Combines 40k Sailors from 9 different commands
 - Navy Coastal Warfare; Riverine; EOD; Logistics Support
 - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
 - Expeditionary Security Force; Expeditionary Training Team

- 11,000 Sailors serving *ashore* in 27 Middle East countries
 - Over 4,000 Sailors in Iraq



More Sailors are serving ashore than afloat in CENTCOM AOR



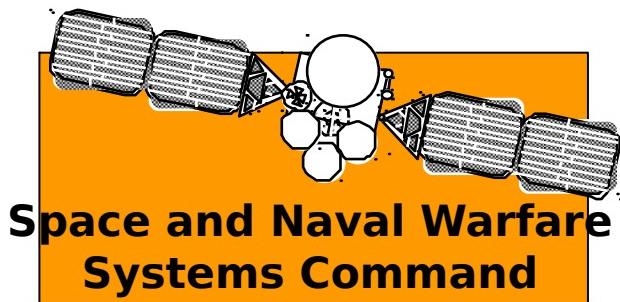
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Major Navy Buying Commands



Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093

www.navair.navy.mil



Director of Small Business Program
Phone: (619) 524-7701
Fax: (619) 524-3165

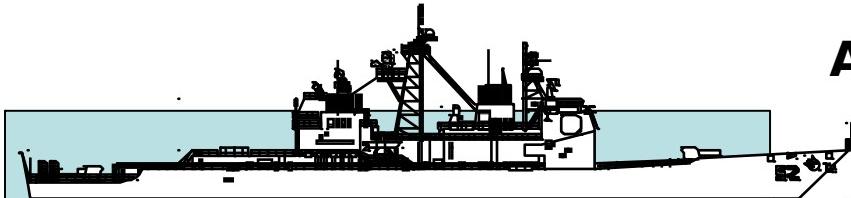
<https://e-commerce.spawar.navy.mil>



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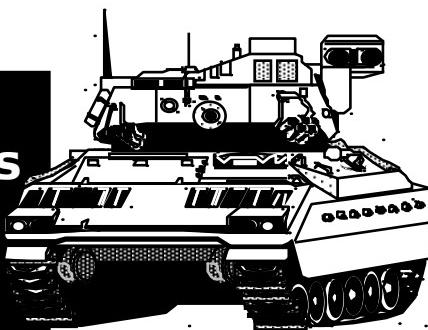
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Naval Sea Systems Command

Associate Director of Small Business
Phone: (202) 781-3965
Fax: (202) 781-4772

[www.navsea.navy.
mil](http://www.navsea.navy.mil)



**Marine Corps
Systems
Command**

Associate Director of Small Business
Phone: (703) 432-3950
Fax: (703) 432-3535

www.marcorsyscom.usmc.mil

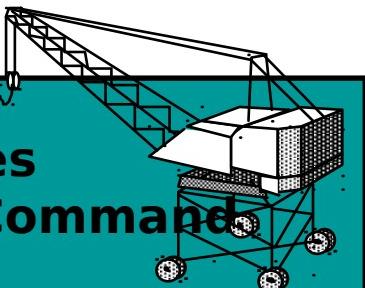


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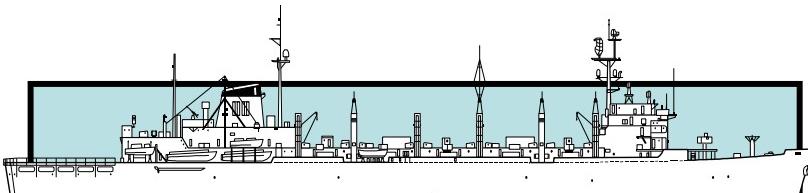
Naval Facilities
Engineering Command



Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485

www.navfac.navy.mil

Military Sealift Command



**Associate Director of Small
Business**
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Fax: (202) 685-5515

www.msc.navy.mil



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Major Navy Buying Commands



Associate Director of Small Business
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Fax: 703-696-4430

www.onr.navy.mil

Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102

www.navsup.navy.mil

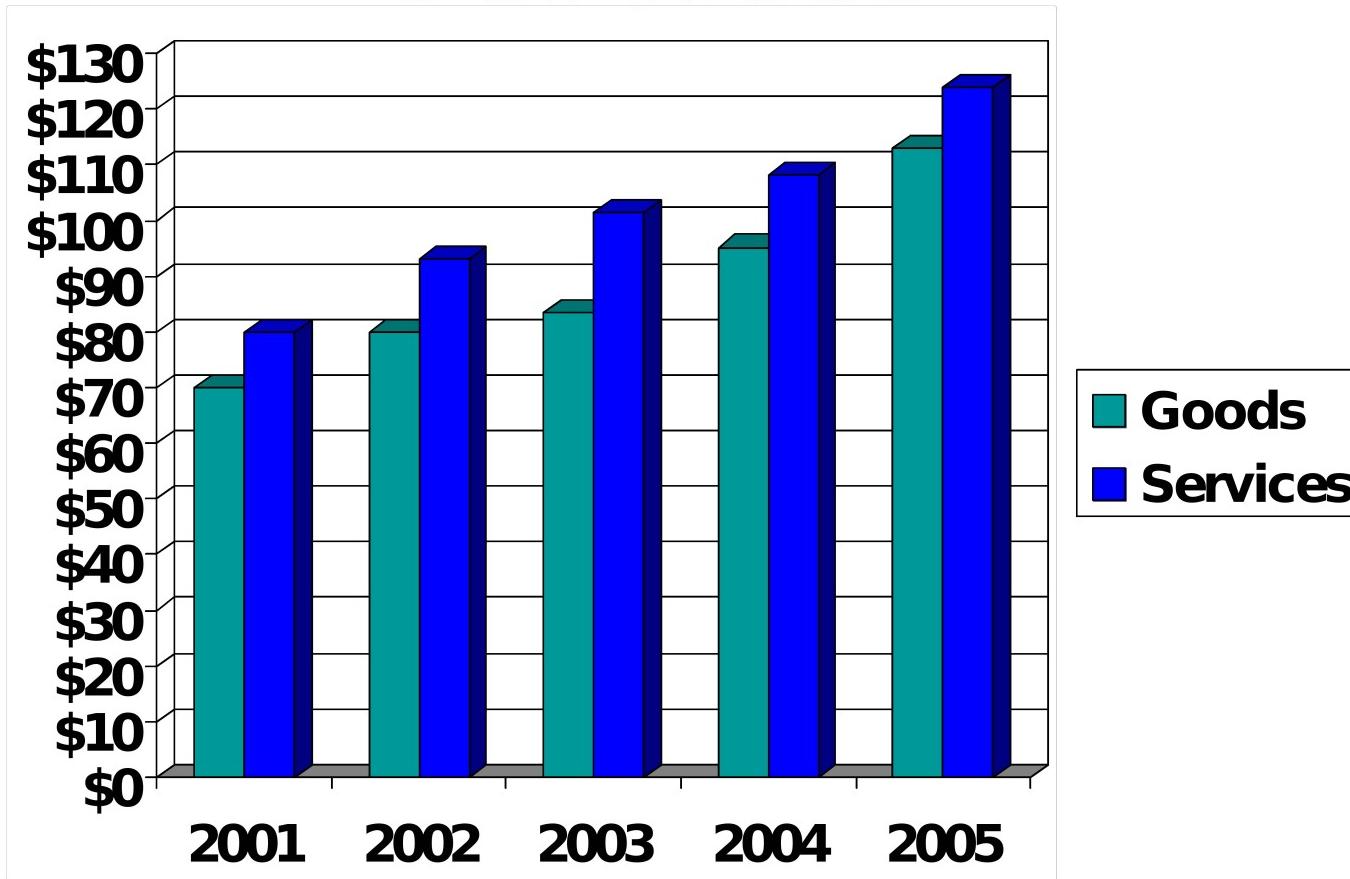


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U.S. Trend of Goods and Services

\$ Value in Billions

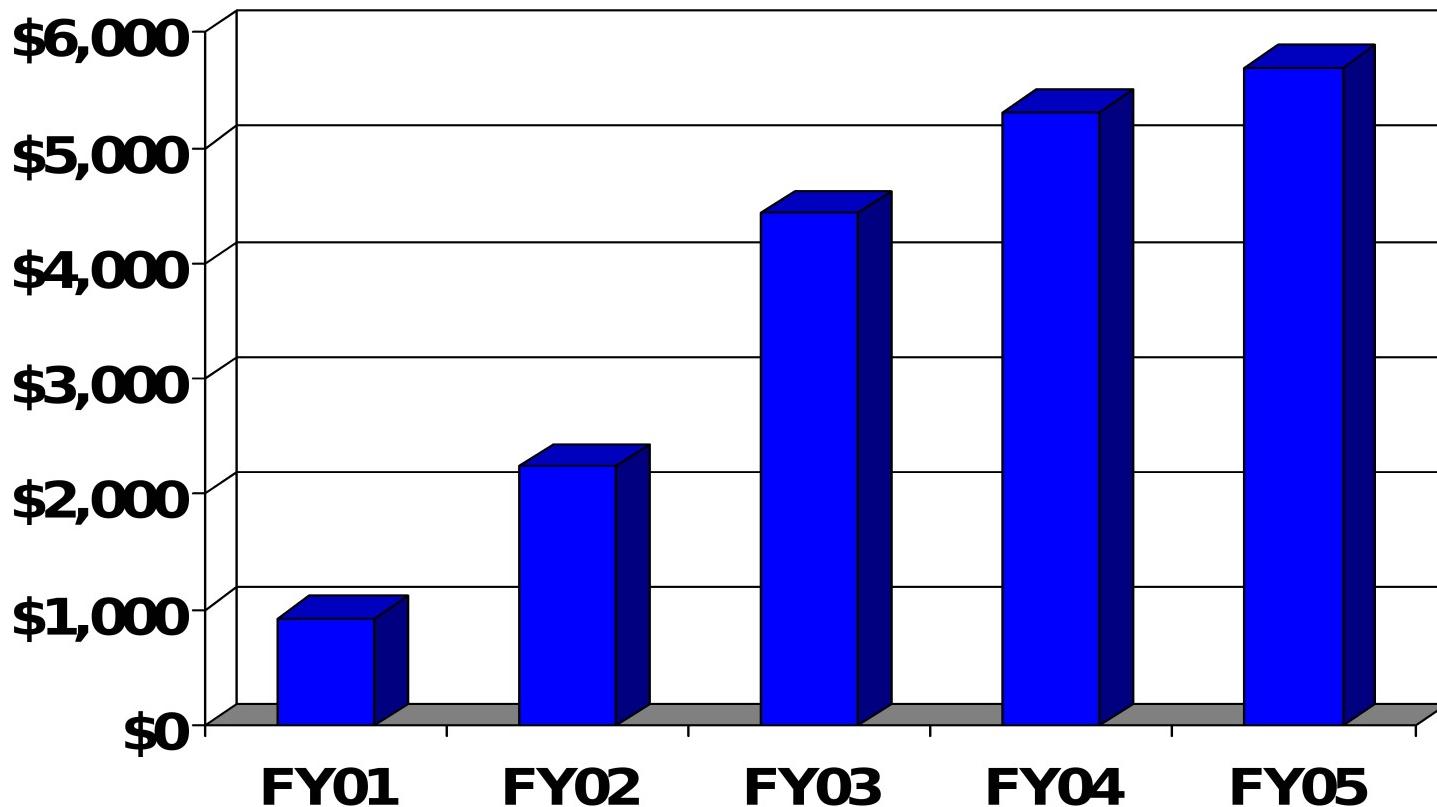


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DOD Large Business Contracts in Texas

\$ Value in Millions

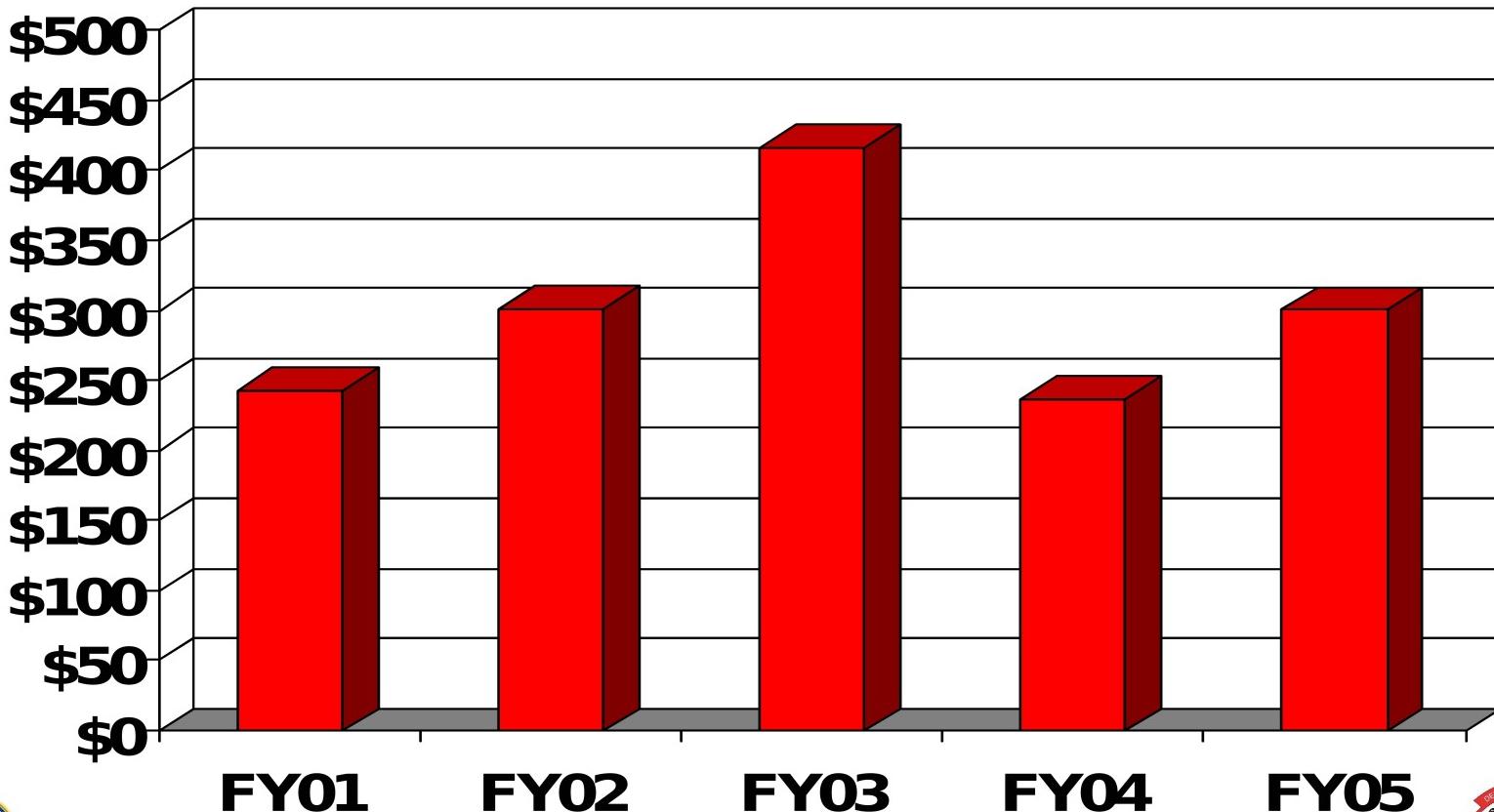


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DOD Small Business Contracts in Texas

\$ Value in Millions



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DON BUSINESS TOP 10 IN TEXAS SMALL BUSINESS



LARGE BUSINESS

LOCKHEED MARTIN CORP	3.3B
BELL BOEING JOINT PROJECT OFFICE	937M
BELL HELICOPTER TEXTRON, INC	540M
L3 COMMUNICATIONS VERTEX	182M
RAYTHEON	178M
L-3 COMMUNICATIONS CORPORATION	137M
L-3 COMMUNICATIONS INTEGRATED	84M
DELL MARKETING LP	78M
LITTON SYSTEMS, INC	29M
ROCKWELL COLLINS, INC	21M



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How To Market Your Business

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About Special Programs
- Seek Assistance



Register Your Firm and Your Products

◆ Register Your Company

✓ Obtain Data Universal Numbering Systems (DUNS)

http://www.dnb.com/US/duns_update/index.html

✓ Obtain Commercial and Government Entity (CAGE) Code

<http://www.dlis.dla.mil/cageserv.asp>

✓ Register in the DoD Central Contractor Registration (CCR) System

<http://www.ccr.gov>

✓ Federal Supply Classification Code (FSC)

✓ <http://www.usabid.com/resources/tables/psc/> North American Industry Classification System (NAICS)



http://www.sba.gov/size/index.html#main_size
Small Business Conference

[rmine](#)



Find Specific Opportunities

- ✓ **Navy Electronic Commerce Online**

(NECO)

- <https://www.neco.navy.mil>

- ✓ **Federal/DoD Business Opportunities**

- <http://www.fedbizopps.gov.net/main/>



- ✓ <https://progate.daps.dla.mil/home/>
Subcontracting Resources



- http://www.acq.osd.mil/osbp/doing_business/index.html
- <http://www.sba.gov/GC/indexcontacts-sbsd.html>



Make It Easy For Your Customers

✓ **Federal Supply Services (FSS)**

□ <http://www.fss.gsa.gov>

✓ **Government Charge Card Program**

□

<http://www.fss.gsa.gov/services/>

> Using GSA > [GSA SmartPay](#)



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Small Business Emphasis Programs

- ✓ Mentor-Protégé
- ✓ Small Business Innovation Research
- ✓ Women-owned Small Business Program
- ✓ HubZones
- ✓ HBCU and other Minority Institutions Program
- ✓ Veteran Owned Small Business Program

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pref.pdf>



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Business Partner Network

The screenshot shows the homepage of the Business Partner Network (BPN). At the top, there's a banner featuring three people in professional attire (two men, one woman) looking at a computer screen. To the right of the banner is the BPN logo, which consists of the letters 'bpn' in a stylized yellow font with three dots above it, followed by the text 'BUSINESS PARTNER NETWORK' and the website address 'www.bpn.gov'.

On the left side, there's a circular navigation menu with green dots and text links:

- Go Directly To:
 - Central Contractor Registration (CCR)
 - Federal Agency Registration
 - Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
 - Past Performance Information Retrieval System (PPIRS)
 - Excluded Parties Listing System
 - EEO Pre-Award Clearance

In the center, there's a section about the BPN:

The Business Partner Network is the single source for vendor data for the Federal Government.
The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

Below this, there's a link to a comment section: "The Small Business Administration seeks your comments."

Further down, there's information about average annual receipts and a link to the relevant page: "Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration." and "<http://www.sba.gov/size/part121sects.html>".

On the right side, there's a large "egov" logo with the tagline "My Government. My Terms". Below it is a small graphic of a newspaper with the headline "Small Business Owners Step Up Their Game".

At the bottom of the page, there's a "Upcoming Events" calendar showing dates from 1 to 31 of an unspecified month.

At the very bottom, there are logos for CCR, FedBizOpps, SBA, and PPIRS.



<http://www.bpn.gov>

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FedReg

BINCS



Area Procurement Technical Assistance Centers

DEPARTMENT OF DEFENSE
Procurement Technical Assistance Centers



The Defense Logistics Agency, administered by the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

- <http://www.dla.mil/db/procurem.htm>
- <http://www.aptac-us.org/new>



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Available Help - SBA

***Offices Providing Assistance
To Small Businesses For
Defense Procurement***

Office of Small Business Programs
of the Department of the Navy

Washington Navy Yard, Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865

<http://www.hq.navy.mil/sadbu>



**Small Business Administration
Dallas District Office
4300 Amon Carter Blvd., Suite
114**

**Fort Worth, Texas 76155
(817) 684-5500 Phone**

<http://www.sba.gov/tx/dallas/>

**Director of Acquisition
Phone: 817-782-7086
Fax: 817-782-7680**



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